



Invoice No.: IND-1015-0012

Sold To:
Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

Invoice Date: 10/31/16
Order Number: 0015523208
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2015 - 9/30/2016
Contract Amount: \$3,500,000.00
Contract Number: A70-5-041137
Date of Services: 9/1/2016 - 9/30/2016
Payment requested for: Real Alternatives, Inc.
Description of Services and Total Paid: \$ 317,645.10
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A



Vendor's signature

10/31/16

Date



STANDARDS FOR
EXCELLENCE

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Pennsylvania Association
of Nonprofit Organizations'
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112
717-541-1112 (V) 717-541-9713 (F)
www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com

Attachment B: Budget
 Real Alternatives, Inc. A70-5-041137
 Indiana Pregnancy & Support Services Program
 October 1, 2015 - September 30, 2016

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-Aug 2016	Actual Cost Sep-16	Actual Expenses YTD-Sep 2016	Remaining Cost
Administrative	Salary	President & CEO	\$58,000.00	42,407.86	6,969.99	49,377.85	\$8,622.15
Administrative	Salary	VP of Administration	\$13,000.00	15,351.32	2,519.60	17,870.92	(\$4,870.92)
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$3,000.00	4,816.54	\$1,049.59	5,866.13	(\$2,866.13)
Administrative	Salary	Junior Accountant	\$2,000.00	-	-	-	\$2,000.00
Administrative	Salary	Bookkeeper	\$3,000.00	753.68	\$151.83	905.51	\$2,094.49
Services	Salary	VP of Operations	\$45,000.00	20,145.40	\$4,398.89	24,544.29	\$20,455.71
Services	Salary	Indiana Services Director	\$40,000.00	-	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$4,000.00	6,551.30	\$789.93	7,341.23	(\$3,341.23)
Services	Salary	Services Assistance	\$3,000.00	4,645.65	\$1,397.75	6,043.40	(\$3,043.40)
Services	Salary	Billing Coordinator	\$5,000.00	3,544.02	\$252.72	3,796.74	\$1,203.26
Services	Salary	Service Provider Approval	\$5,000.00	1,397.12	\$60.84	1,457.96	\$3,542.04
Services	Salary	Service Provider Monitoring	\$5,000.00	664.63	\$2,634.63	3,299.26	\$1,700.74
Services	Salary	Hotline Counselor	\$4,000.00	1,295.43	\$168.75	1,464.18	\$2,535.82
		Subtotal	\$190,000.00	\$101,572.95	\$20,394.52	\$121,967.47	\$68,032.53
Administrative	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$6,500.00	3,263.89	\$367.00	3,630.89	\$2,869.11
Services	Fringe	Payroll Taxes	\$9,000.00	2,779.22	\$397.30	3,176.52	\$5,823.48
Administrative	Fringe	Workers' Comp	\$300.00	212.45	\$40.45	252.90	\$47.10
Services	Fringe	Workers' Comp	\$500.00	173.84	\$33.09	206.93	\$293.07
Administrative	Fringe	Pension	\$3,750.00	1,678.09	\$306.88	1,984.97	\$1,765.03
Services	Fringe	Pension	\$2,000.00	833.72	\$198.80	1,032.52	\$967.48
Administrative	Fringe	Employee Group Ins	\$13,000.00	11,418.92	\$2,233.50	13,652.42	(\$652.42)
Services	Fringe	Employee Group Ins	\$10,000.00	6,523.43	\$1,285.38	7,808.81	\$2,191.19
		Subtotal	\$45,050.00	\$26,883.56	\$4,862.40	\$31,745.96	\$13,304.04
Administrative	Travel	Travel/Lodging	\$500.00	-	-	-	\$500.00
Services	Travel	Travel	\$10,000.00	612.91	\$1,265.85	1,878.76	\$8,121.24
		Subtotal	\$10,500.00	\$612.91	\$1,265.85	\$1,878.76	\$8,621.24
Administrative	Supplies	Office Expense	\$91,700.00	5,364.00	\$252.87	5,616.87	\$86,083.13
Administrative	Supplies	Computer Resources/Upgrades	\$25,000.00	-	-	-	\$25,000.00
Services	Supplies	Client Education Materials	\$120,000.00	87,401.88	\$34,951.15	122,353.03	(\$2,353.03)
Services	Supplies	Pregnancy Test Kits	\$0.00	3,422.60	\$1,013.70	4,436.30	(\$4,436.30)
		Subtotal	\$236,700.00	\$96,188.48	\$36,217.72	\$132,406.20	\$104,293.80
Administrative	Contracts	Accounting/IT/Legal consulting	\$20,000.00	2,759.41	\$143.50	2,902.91	\$17,097.09
Administrative	Contracts	Auditing	\$3,500.00	2,828.86	\$508.77	3,337.43	\$162.57
Administrative	Contracts	Copier Service Contracts	\$500.00	448.66	\$123.41	572.07	(\$72.07)
Services	Contracts	Client Service Providers	\$2,412,500.00	1,402,904.12	\$156,581.77	1,559,485.89	\$853,014.11
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	945.38	\$3,479.03	4,424.41	\$2,575.59
Services	Contracts	Services Advertising	\$485,000.00	449,107.95	\$85,311.40	534,419.35	(\$49,419.35)
Services	Contracts	Services Database Consulting	\$15,000.00	4,228.75	\$1,267.92	5,496.67	\$9,503.33
		Subtotal	\$2,943,500.00	\$1,863,222.93	\$247,415.80	\$2,110,638.73	\$832,861.27
Administrative	Other	Professional Development	\$2,000.00	1,443.03	\$30.00	1,473.03	\$526.97
Administrative	Other	Job advertising	\$500.00	4.50	-	4.50	\$495.50
Administrative	Other	New employee screening	\$250.00	-	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$15,000.00	1,380.59	\$61.59	1,442.18	\$13,557.82
Administrative	Other	Rent	\$46,000.00	8,849.26	\$1,590.85	10,440.11	\$35,559.89
Administrative	Other	Telephone Service	\$3,500.00	1,933.93	\$285.63	2,219.56	\$1,280.44
Administrative	Other	General Business Liability Ins	\$750.00	397.63	\$72.41	470.04	\$279.96
Administrative	Other	Insurance - Directors & Officers	\$1,250.00	976.02	\$180.75	1,156.77	\$93.23
Services	Other	Toll Free Referral System	\$5,000.00	739.81	\$141.35	881.16	\$4,118.84
Services	Other	Contract Closeout Cost	\$0.00	-	\$5,126.23	5,126.23	(\$5,126.23)
		Subtotal	\$74,250.00	\$15,724.77	\$7,488.81	\$23,213.58	\$51,036.42
Administrative			\$313,000.00	106,288.44	\$16,888.62	123,177.06	\$189,822.94
Services			\$3,187,000.00	\$1,997,917.16	\$300,756.48	\$2,298,673.64	\$888,326.36
		Total	\$3,500,000.00	\$2,104,205.60	\$317,645.10	\$2,421,850.70	\$1,078,149.30

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses YTD-Aug 2016	Actual Expenses Sep-16	Actual Expenses YTD-Sep 2016	Remaining Cost
Personnel					
President & CEO	\$58,000.00	\$ 42,407.86	\$ 6,969.99	\$ 49,377.85	\$8,622.15
VP of Administration	\$13,000.00	\$ 15,351.32	\$ 2,519.60	\$ 17,870.92	(\$4,870.92)
Assistant Director of Finance	\$0.00	\$ -		\$ -	\$0.00
Senior Accountant	\$3,000.00	\$ 4,816.54	\$1,049.59	\$ 5,866.13	(\$2,866.13)
Junior Accountant	\$2,000.00	\$ -		\$ -	\$2,000.00
Bookkeeper	\$3,000.00	\$ 753.68	\$151.83	\$ 905.51	\$2,094.49
Professional Development	\$2,000.00	\$ 1,443.03	\$30.00	\$ 1,473.03	\$526.97
Payroll Taxes	\$6,500.00	\$ 3,263.89	\$367.00	\$ 3,630.89	\$2,869.11
Workers Compensation Insurance	\$300.00	\$ 212.45	\$40.45	\$ 252.90	\$47.10
Pension	\$3,750.00	\$ 1,678.09	\$306.88	\$ 1,984.97	\$1,765.03
Employee Group Insurance	\$13,000.00	\$ 11,418.92	\$2,233.50	\$ 13,652.42	(\$652.42)
Job Advertising	\$500.00	\$ 4.50	\$ -	\$ 4.50	\$495.50
New Employee Screening	\$250.00	\$ -		\$ -	\$250.00
Total Personnel	\$ 105,300.00	\$ 81,350.28	\$ 13,668.84	\$ 95,019.12	\$ 10,280.88
Operating	Budgeted Dollars				
Accounting/IT/Legal Consulting	\$20,000.00	\$ 2,759.41	\$143.50	\$ 2,902.91	\$17,097.09
Postage/Shipping	\$15,000.00	\$ 1,380.59	\$61.59	\$ 1,442.18	\$13,557.82
Auditing	\$3,500.00	\$ 2,828.66	\$508.77	\$ 3,337.43	\$162.57
Travel/Lodging	\$500.00	\$ -		\$ -	\$500.00
Rent	\$46,000.00	\$ 8,849.26	\$1,590.85	\$ 10,440.11	\$35,559.89
Telephone Service	\$3,500.00	\$ 1,933.93	\$285.63	\$ 2,219.56	\$1,280.44
General Business Liability Insurance	\$750.00	\$ 397.63	\$72.41	\$ 470.04	\$279.96
Insurance-Directors & Officers	\$1,250.00	\$ 976.02	\$180.75	\$ 1,156.77	\$93.23
Office Expense	\$91,700.00	\$ 5,364.00	\$252.87	\$ 5,616.87	\$86,083.13
Computer Resources	\$25,000.00	\$ -		\$ -	\$25,000.00
		\$ -		\$ -	
Total Operating	\$ 207,200.00	\$ 24,489.50	\$ 3,096.37	\$ 27,585.87	\$ 179,614.13
Equipment	Budgeted Dollars				
Equipment Service Contracts	\$500.00	\$ 448.66	\$123.41	\$ 572.07	(\$72.07)
Total Administrative Expenses	\$ 313,000.00	\$ 106,288.44	\$ 16,888.62	\$ 123,177.06	\$ 189,822.94

Real Alternatives
Actual Services Expenses
Indiana: Fiscal Year 2015-16

Cost Category Personnel	Budgeted Dollars	Actual Expenses YTD-Aug 2016	Actual Expenses Sep-16	Actual Expenses YTD-Sep 2016	Remaining Cost
Vice President of Operations	\$45,000.00	\$ 20,145.40	\$4,398.89	\$ 24,544.29	\$20,455.71
Indiana Services Director	\$40,000.00	\$ -		\$ -	\$40,000.00
Services Coordinator	\$4,000.00	\$ 6,551.30	\$789.93	\$ 7,341.23	(\$3,341.23)
Billing Coordinator	\$5,000.00	\$ 3,544.02	\$252.72	\$ 3,796.74	\$1,203.26
Services Assistance	\$3,000.00	\$ 4,645.65	\$1,397.75	\$ 6,043.40	(\$3,043.40)
Service Provider Approval	\$5,000.00	\$ 1,397.12	\$60.84	\$ 1,457.96	\$3,542.04
Service Provider Monitoring	\$5,000.00	\$ 664.63	\$ 2,634.63	\$ 3,299.26	\$1,700.74
Hotline Counselor	\$4,000.00	\$ 1,295.43	\$168.75	\$ 1,464.18	\$2,535.82
Payroll Taxes	\$9,000.00	\$ 2,779.22	\$397.30	\$ 3,176.52	\$5,823.48
Workers Compensation Insurance	\$500.00	\$ 173.84	\$33.09	\$ 206.93	\$293.07
Pension	\$2,000.00	\$ 833.72	\$198.80	\$ 1,032.52	\$967.48
Employee Group Insurance	\$10,000.00	\$ 6,523.43	\$1,285.38	\$ 7,808.81	\$2,191.19
Total Personnel	\$ 132,500.00	\$ 48,553.76	\$ 11,618.08	\$ 60,171.84	\$ 72,328.16
Operating	Budgeted Dollars				
Client Education Materials	\$120,000.00	\$ 87,401.88	\$ 34,951.15	\$ 122,353.03	(\$2,353.03)
Services Advertising	\$485,000.00	\$ 449,107.95	\$85,311.40	\$ 534,419.35	(\$49,419.35)
Meetings/Seminars/Conference	\$7,000.00	\$ 945.38	\$ 3,479.03	\$ 4,424.41	\$2,575.59
Travel/Lodging To Service Providers	\$10,000.00	\$ 612.91	\$ 1,265.85	\$ 1,878.76	\$8,121.24
Srvcs Database Consulting & Dev	\$15,000.00	\$ 4,228.75	\$1,267.92	\$ 5,496.67	\$9,503.33
Client Service Providers	\$2,412,500.00	\$ 1,402,904.12	\$156,581.77	\$ 1,559,485.89	\$853,014.11
Toll-free Referral System	\$5,000.00	\$ 739.81	\$141.35	\$ 881.16	\$4,118.84
Contract Closeout Cost	\$0.00	\$ -	\$ 5,126.23	\$ 5,126.23	(\$5,126.23)
		\$ -		\$ -	
		\$ -		\$ -	
		\$ -		\$ -	
Total Operating	\$ 3,054,500.00	\$ 1,945,940.80	\$ 288,124.70	\$ 2,234,065.50	\$ 820,434.50
Equipment	Budgeted Dollars				
Pregnancy Test Kits	\$0.00	\$ 3,422.60	\$1,013.70	\$ 4,436.30	(\$4,436.30)
Total Services Expenses	\$ 3,187,000.00	\$ 1,997,917.16	\$ 300,756.48	\$ 2,298,673.64	\$ 888,326.36